QueBIT®

Formerly Applied Analytix, Inc.

Columbus Foods, Inc.

TM1 Delivers Supply Chain Management Success

Beginning in 1917, the founders of Columbus Foods leveraged their Italian roots to create what is now one of the most recognizable producers of fine foods in the country. Columbus manufactures salame, beef, ham, poultry, and other specialty products, distributing them through its network of major grocery chains and specialty food retailers throughout the U.S. Based in Hayward, CA, the company is privately held with over 300 employees.

Addressing the Problem

The biggest challenge of any successful manufacturing process is simply knowing how much to produce and of what product. Columbus has a solid supply chain system, but success depends on getting the right products to the right customers at the right time. Not only does this mean mystifying customers with fully stocked shelves, but it also means minimizing distressed products and waste. "We utilize TM1 daily for plant resource and inventory planning," says Dave Siegfried, CTO at Columbus. "We look at the inventory on hand compared to open orders over the next 7 to 21 days to closely manage inventory and ensure on-time delivery for our customers."

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> — Dave Siegfried, CTO

Why IBM Cognos TM1?

The Finance department at Columbus Foods has been using TM1 since 2007 for financial planning, as well as analysis and reporting. They understand the analytical power of the TM1 engine. When it came time to providing more visibility into the supply chain, Siegfried knew that TM1 was perfect for crunching the big numbers involved in tracking and analyzing 6,500+ products sold to thousands of grocery customers across the country.sold to thousands of grocery customers across the country.
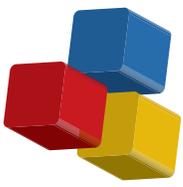
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The Implementation

Columbus got what they needed and more by expanding their IBM Cognos TM1 implementation. In addition to utilizing TM1 to ensure timely customer deliveries, they are now able to:

- Analyze yield and scrap amounts to control manufacturing expenses

- Track inventory through each step of the production and supply chain process

- Keep lower inventories, minimizing distressed products

To complete the circle, Columbus uses TM1 to forecast the Income Statement, Balance Sheet and Cash Flow, and then report against Actuals.

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— Dave Siegfried, CTO

QueBIT Delivers Results

With their new supply chain analyticial system, Columbus can achieve the dual benefits of happier customers and lower costs. "This was a great use of the TM1 platform," says Siegfried. He should know. He is a long-time fan of TM1, having worked with QueBIT and TM1 for several years across several organizations. "QueBIT is my first choice for supporting our TM1 Platform," claims Siegfried. "Their understanding of manufacturing, finance, and sales analysis means we get a solution that is meaningful to our business."

ABOUT COLUMBUS FOODS, INC.

Columbus Foods manufacturers and distributes their world-famous Columbus Salame and thousands of other specialty food products to discerning consumers across the country through large supermarket chains and local gourmet grocery shops. They combine leading-edge business practices, old-world family values, and unparalleled commitment to deliver value to the progressive grocer.

ABOUT QueBIT Consulting

Since 2002, QueBIT has been driven to help organizations to improve their ability to make intelligent decisions that create value. Astute decision makers learn from the past in order to manage the present, predict the future and take prescriptive actions. This is why we're resolute in our commitment to excellence in business analytics strategy and implementation.

For more information about our services, please call us at 1-800-QUEBIT1 or email contact@quebit.com